



# **1999 ATLANTA XXV ACQUISITION REFORM SURVEY 20 APRIL 1999**

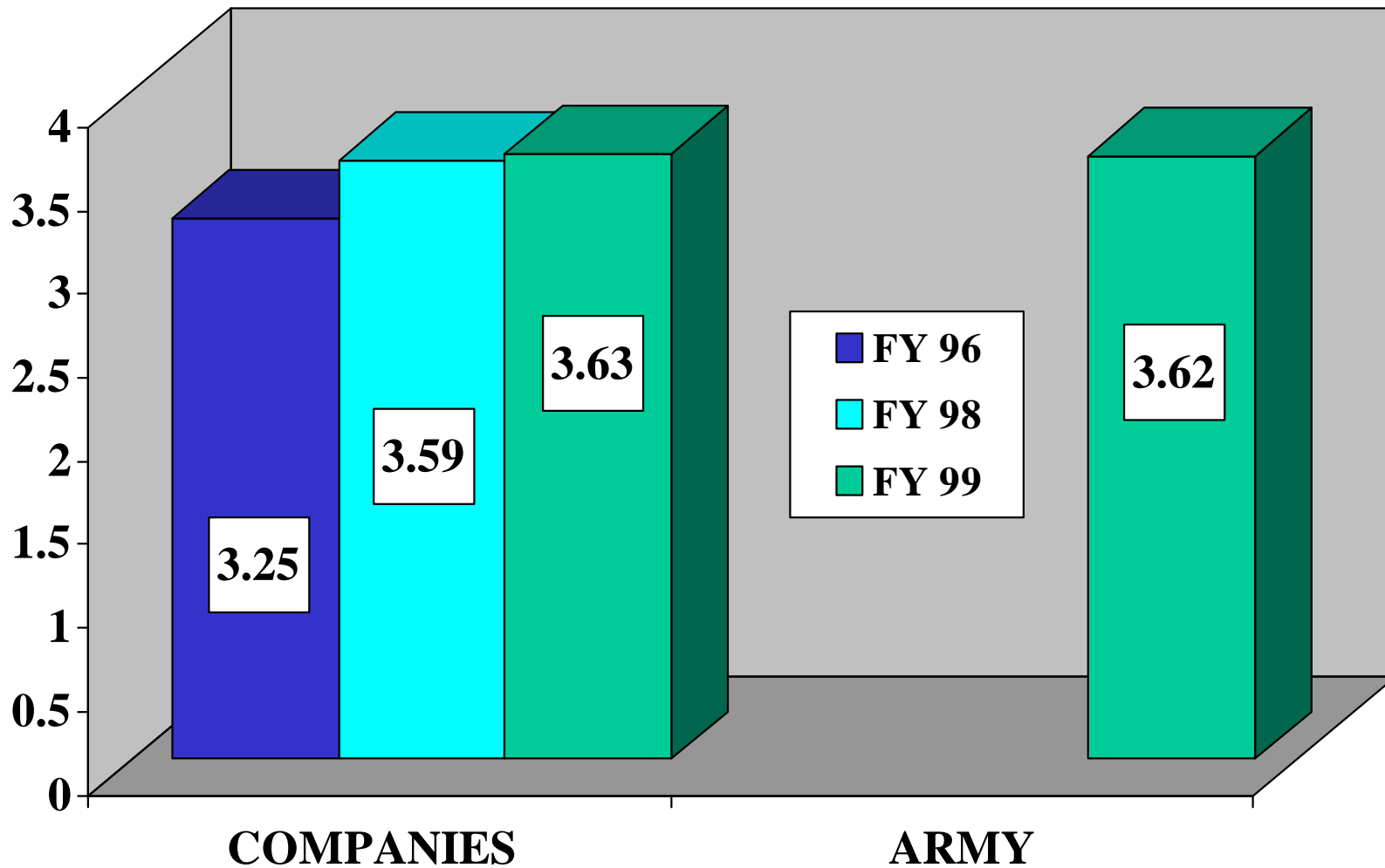
Presented by  
MG Greenberg (RET), NDIA  
with Mr. Tull, AMC

# ACQUISITION REFORM AS SEEN BY INDUSTRY AND ARMY

## ◆ RESULTS OF THE 1999 NATIONAL DEFENSE INDUSTRIAL ASSOCIATION & ARMY SURVEYS \* :

- - • DOES INDUSTRY UNDERSTAND ACQUISITION REFORM (AR)
  - 
  - PROGRESS MADE BY COMPANIES IN IMPLEMENTING AR
  - 
  - PROGRESS MADE BY ARMY IN IMPLEMENTING AR
  - 
  - HOW WELL IS AR BEING IMPLEMENTED ON DIFFERENT  
CONTRACT TYPES
  - 
  - WHAT CONCRETE RESULTS COMPANIES ARE ACHIEVING
  - 
  - HOW PROGRESS VARIES AMONG FEDERAL AGENCIES
  -
- ◆ USED RATING SCALE OF 1-5 ( 5 BEING THE HIGHEST)
- ◆ SURVEYS OF ARMY & INDUSTRY COMPARE “APPLES TO APPLES”
- \* 59 Industry Responses / 112 Army Responses

## HOW WELL DO COMPANIES UNDERSTAND ACQUISITION REFORM?



## ASPECTS OF AR BEST UNDERSTOOD BY COMPANIES

	<u>FY96</u>	<u>FY98</u>	<u>FY99</u>
• Mil Specs Replaced w/ Commercial/Performance Specs	3.80	4.14	4.15**
• Source Selection Based on Best Value	3.70	3.97	4.13**
• Use of IPPD and IPTs			4.12*
• Mil Specs Replaced w/ Commercial Performance Specs			4.05*

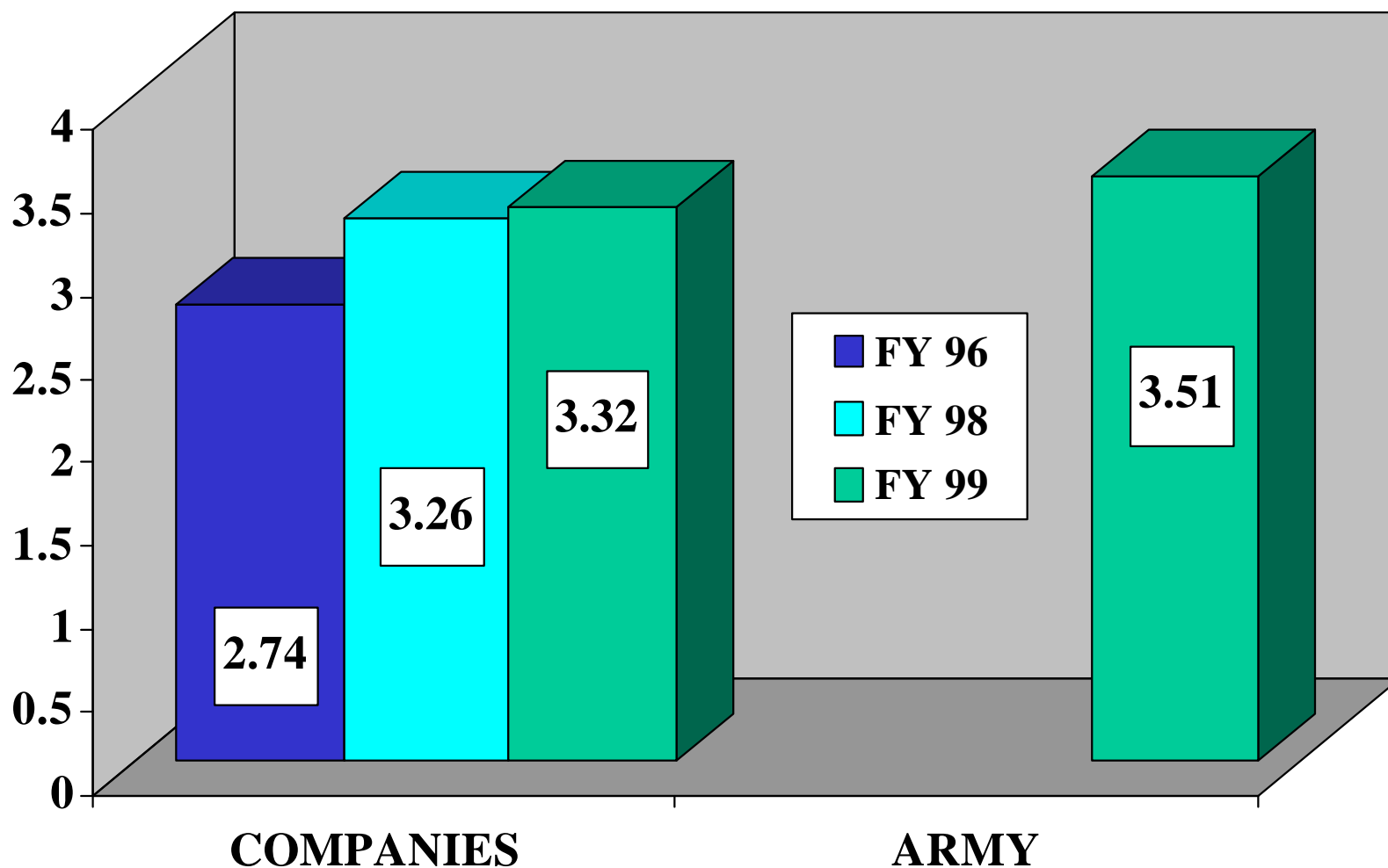
## ASPECTS OF AR LEAST UNDERSTOOD BY COMPANIES

	<u>FY96</u>	<u>FY98</u>	<u>FY99</u>
• DoD Mgmt Transition from “Oversight” to “Insight”	2.70	2.81	2.68**
• Government Commercial Buying Practices	Unk	3.11	3.12**
• DoD Mgmt Transition from “Oversight” to “Insight”			2.95*
• DoD “Block Change” & “Common Process Facility” Initiative			3.31*

**\*\* Industry Response**

**\* Army Response**

## WHAT PROGRESS HAS BEEN MADE BY INDUSTRY IN IMPLEMENTING ACQUISITION REFORM?



## WHERE ARE COMPANIES MAKING THE MOST PROGRESS IMPLEMENTING AR?

	<u>FY96</u>	<u>FY98</u>	<u>FY99</u>
• Use of IPPD and IPTs	Unk	3.72	3.97**
• Tracking and Improvement of Past Performance	Unk	3.82	3.88**
• Use of IPPD and IPTs			3.94*
• Elimination of Military Specifications			3.85*

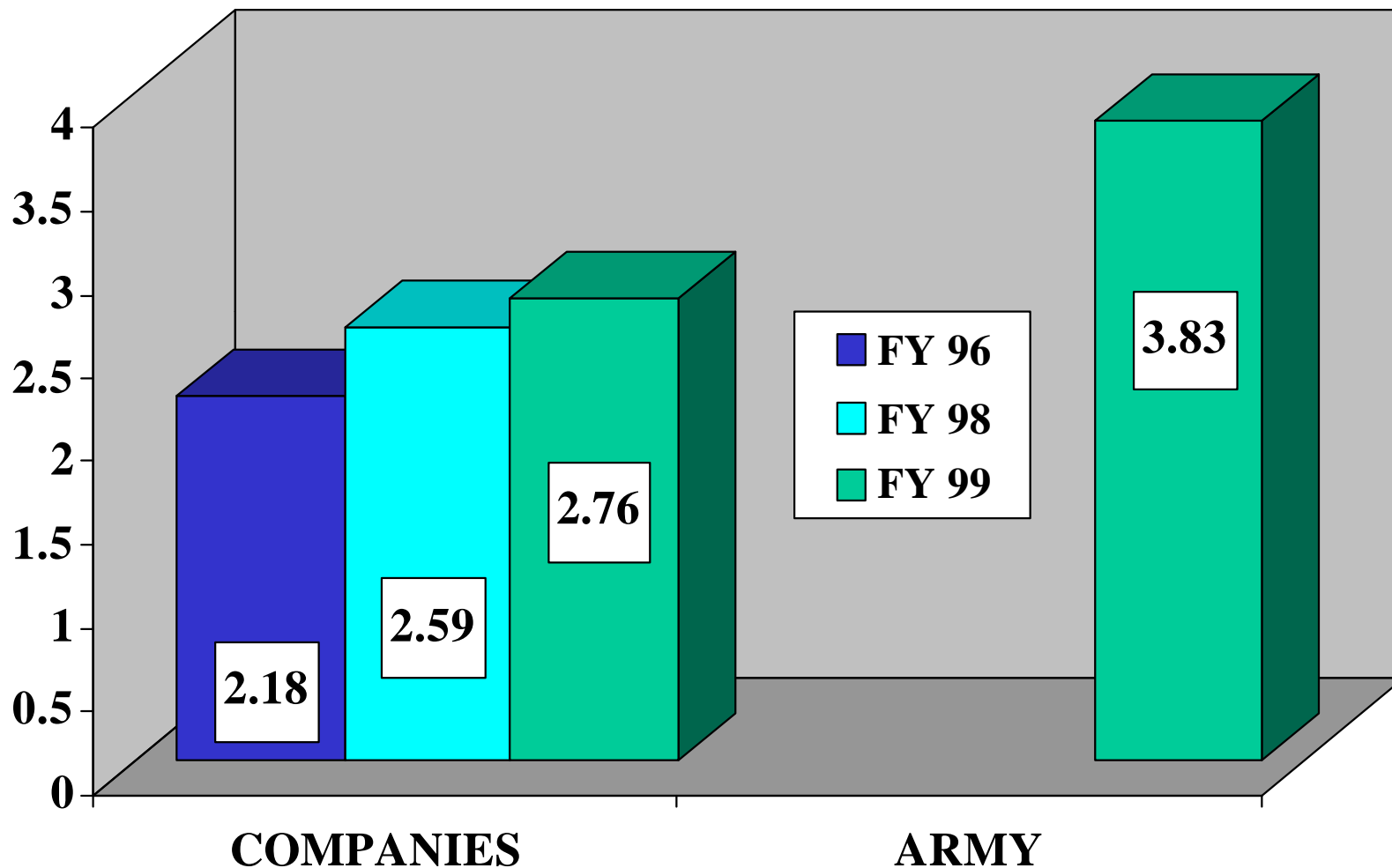
## WHERE ARE COMPANIES MAKING LEAST PROGRESS IMPLEMENTING AR?

	<u>FY96</u>	<u>FY98</u>	<u>FY99</u>
• Use of Alternative Dispute Resolution and Partnering	2.30	2.89	2.83**
• Fixed Priced Commercial Products and Services	Unk	2.77	2.94**
• Fixed Priced Commercial Products and Services			3.10*
• Implementation of Electronic Commerce			3.28*

\*\* Industry Response

\* Army Response

## WHAT PROGRESS HAS ARMY MADE IN IMPLEMENTING ACQUISITION REFORM?



## WHERE IS THE ARMY MAKING THE MOST PROGRESS IMPLEMENTING AR?

	<u>FY96</u>	<u>FY98</u>	<u>FY99</u>
• Management through IPPD and IPTs	Unk	3.09	3.36**
• Source Selection Based on Best Value	2.70	3.08	3.10**
• Management through IPPD and IPTs			4.26*
• Use of Performance Specs at End-System/End-Product Level			4.05*

## WHERE IS THE ARMY MAKING LEAST PROGRESS IMPLEMENTING AR?

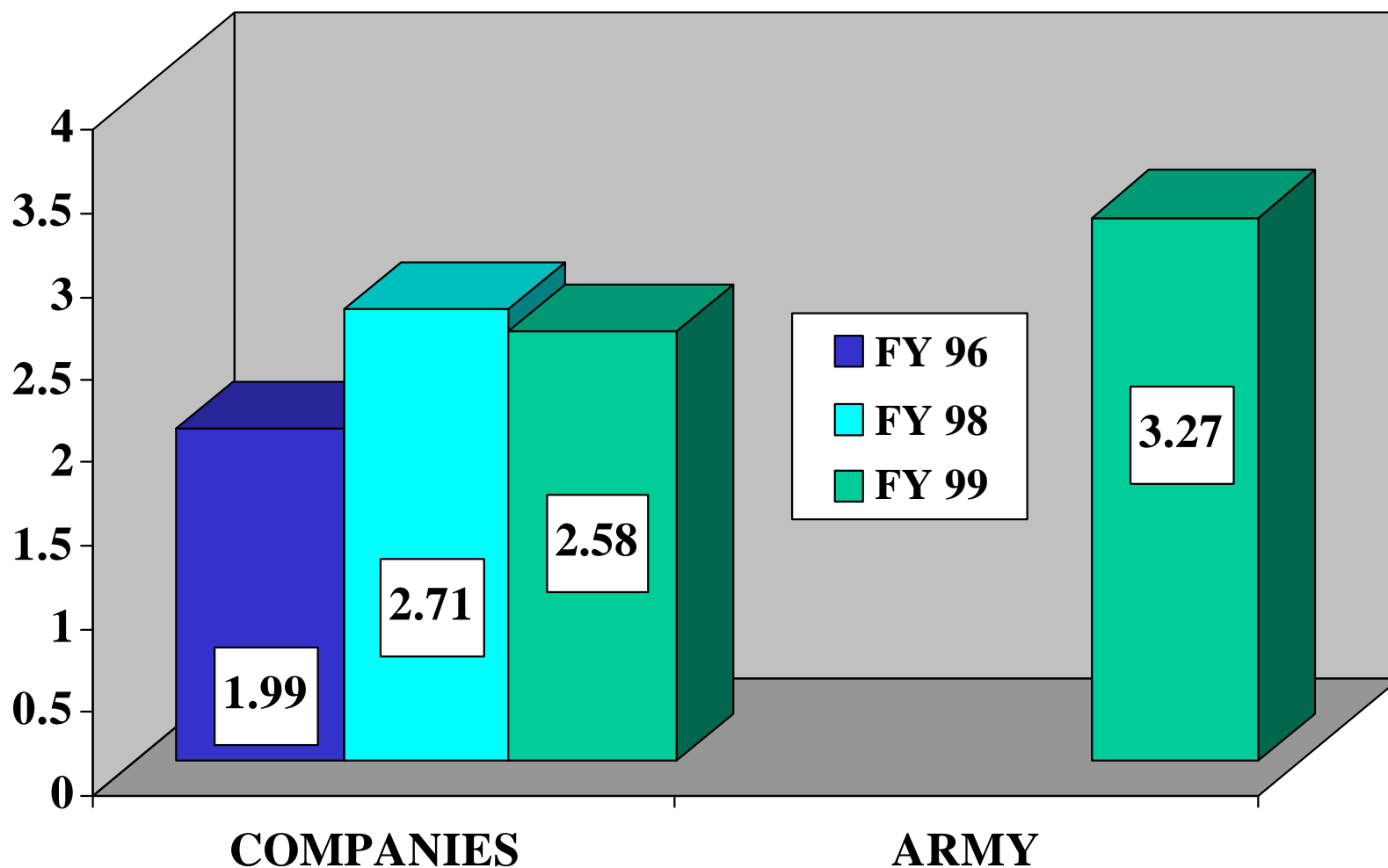
	<u>FY96</u>	<u>FY98</u>	<u>FY99</u>
• Commercial Products and Services as Defined in FASA	1.90	2.16	2.24**
• Replacement of Arms Length/Litigation Relationship with Alternative Dispute Resolution and Partnering	Unk	2.38	2.33**
• DoD “Block Change” & “Common Process Facility” Initiative			3.33*
• Commercial Products and Services as Defined in FASA			3.51*

\*\* Industry Response

\* Army Response



**HAVE YOU SEEN CONCRETE RESULTS  
IN THE OPERATIONS OF COMPANIES  
AS A RESULT OF ACQUISITION REFORM?**



## WHERE HAS AR MOST IMPROVED THE PROCESS FOR INDUSTRY?

	<u>FY96</u>	<u>FY98</u>	<u>FY99</u>
• The Draft RFP Process	2.70	3.30	3.35**
• Communication with DoD Customers	Unk	3.02	2.97**
• The Draft RFP Process			3.90*
• Communication with DoD Customers			3.57*

## WHERE HAS AR LEAST IMPROVED THE PROCESS FOR INDUSTRY?

	<u>FY96</u>	<u>FY98</u>	<u>FY99</u>
• Proposal Preparation is Less Expensive	1.70	2.31	2.06**
• Non-Value Added Oversight Audits and Inspections Have Decreased	1.50	2.38	2.26**
• Significant Cost Savings Achieved on Existing Contracts			2.71*
• Proposal Preparation is Less Expensive			2.89*

\*\* Industry Response

\* Army Response

## HOW WELL IS AR BEING IMPLEMENTED ON DIFFERENT TYPES OF PROCUREMENTS?

	<u>FY96</u>	<u>FY98</u>	<u>FY99</u> *
MAJOR PROGRAMS	2.40	3.45	3.19 / 4.11
ENGINEERING & TECHNICAL SERVICES	1.70	2.55	2.83 / 3.72
ANALYTICAL & ASSESSMENT SERVICES	2.10	2.23	2.61 / 3.63
NON-MAJOR PROGRAMS	2.00	2.86	2.59 / 3.79
OPERATION & MAINTENANCE	1.70	2.29	2.53 / 3.54
SPARES/REBUYS	1.70	2.18	2.48 / 3.18

\* Industry Response / Army Response

## HOW WELL IS EACH AGENCY MANAGING ACQUISITION REFORM?

	<u>FY96</u>	<u>FY98</u>	<u>FY99</u> *
AIR FORCE	3.20	3.30	3.23 / 4.10
ARMY	2.70	3.17	2.95 / 4.10
NAVY	2.10	2.66	2.71 / 3.79
DLA	2.10	2.50	3.08 / 4.33

\* Industry Response / Army Response